C350-8-4

1986
Final

1987
Preliminary

Business Failure Record

A comparative statistical analysis of geographic and industry trends in business failures in the United States.

The Dun & Bradstreet Corporation

Required Reading

Dun & Bradstreet's statistical series on business failures was revised in 1984 by adding the following industry sectors to the failure coverage: agriculture, forestry and fishing; finance, insurance and real estate; and the services sector in its entirety. All industries in the U.S. are now represented in Dun & Bradstreet's business failure coverage. Data prior to 1984 are not directly comparable to the current series. The 1986 data are subject to minor revisions due to amended court filings. Many of the tables in this report are available on a monthly and quarterly basis.

Definitions

Dun & Bradstreet's business failure statistics include businesses that ceased operations following assignment or bankruptcy; ceased operations with losses to creditors after such actions as foreclosure or attachment; voluntarily withdrew leaving unpaid debts; were involved in court actions such as receivership, reorganization or arrangement; or voluntarily compromised with creditors.

Business Failures vs. Business Discontinuances: Business failures do not represent total business closings, which consist of both business failures and business discontinuances. As defined in Dun & Bradstreet's statistics, business failures consist of businesses involved in court proceedings or voluntary actions involving losses to creditors. In contrast, businesses that discontinue operations for reasons such as loss of capital, inadequate profits, ill health, retirement, etc., are not recorded as failures by Dun & Bradstreet if creditors are paid in full. Although they represent only a percentage of total closings, failures have the most severe impact upon the economy.

Every year thousands of firms are started, many either fail or discontinue, and others transfer ownership or control. Each business day, over 35,000 changes are made to the Dun & Bradstreet database of over 9 million businesses at our National Business Information Center. New businesses are added and closed businesses are deleted, name styles altered, and financial information revised. This is all evidence of the dynamic change and turnover constantly taking place in the business population.

Liabilities as defined by Dun & Bradstreet refer to liabilities at time of failure. They include all accounts and notes payable and all obligations, whether in secured form or not, known to be held by banks, officers, affiliated companies, supplying companies or the government. Long-term, publicly held obligations are not included and offsetting assets are not taken into account.

Total Listed Concerns represent the total number of business enterprises listed in the Dun's Census of American Business, a reference book listing the number of businesses in each four-digit Standard Industrial Classification Code at the national, state and county level. The book is published by Dun's Marketing Services, a company of The Dun & Bradstreet Corporation.

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Summary Analysis

The statistical information published in the *Dun & Bradstreet Business Failure Record* represents the most complete data available on business failures—a key indicator of the strength of American business. Dun & Bradstreet has maintained a statistical series on business failures since the 1920s. The series was revised in 1984, as described on the inside front cover. This issue contains final data for 1986 and preliminary figures for 1987.

In 1987, for the first time in eight years, business failures showed no growth compared with the prior year, underscoring the fundamental strength of the U.S. economy. Failures were either down or flat in seven of the nation's nine U.S. census regions. Only two industry sectors, agriculture and services, reported increases in business failures. The 42.2 percent increase in agricultural failures was largely attributable to the addition of Chapter 12 to the bankruptcy code in November 1986. Chapter 12 enables family farmers to remain in business while they reorganize their debts, and provides protection from creditors. The 13.8 percent increase in services failures resulted primarily from the high level of entrepreneurial activity in the services sector in recent years. Increased competition among small service firms also has contributed to the higher level of failures, as many large companies have cut spending and decreased their use of external services. The decrease in failures in most of the oil producing states was a result of the weeding out of weak firms in previous years.

Dun & Bradstreet monitors the number of business failures on a weekly basis and publishes failure data in a regular series of weekly, monthly and quarterly reports. These reports represent one of the few statistical resources that track economic developments on a regional and industrial basis throughout the nation.

In addition to its statistics on business failures, Dun & Bradstreet maintains two statistical series on new business activity. *New Business Incorporations* has provided monthly data on the number of new incorporations filed in each state since 1946. *New Business Starts* (revised in 1985) consists of businesses added to Dun & Bradstreet's commercial credit information file, which contains data on more than 9 million U.S. firms that are actively participating in the marketplace. Both series provide good measures of the relative trend in entrepreneurial activity. Business starts, however, provide a significantly more accurate measure of the actual number of new businesses, since new incorporations include many entities established principally for legal or tax purposes.

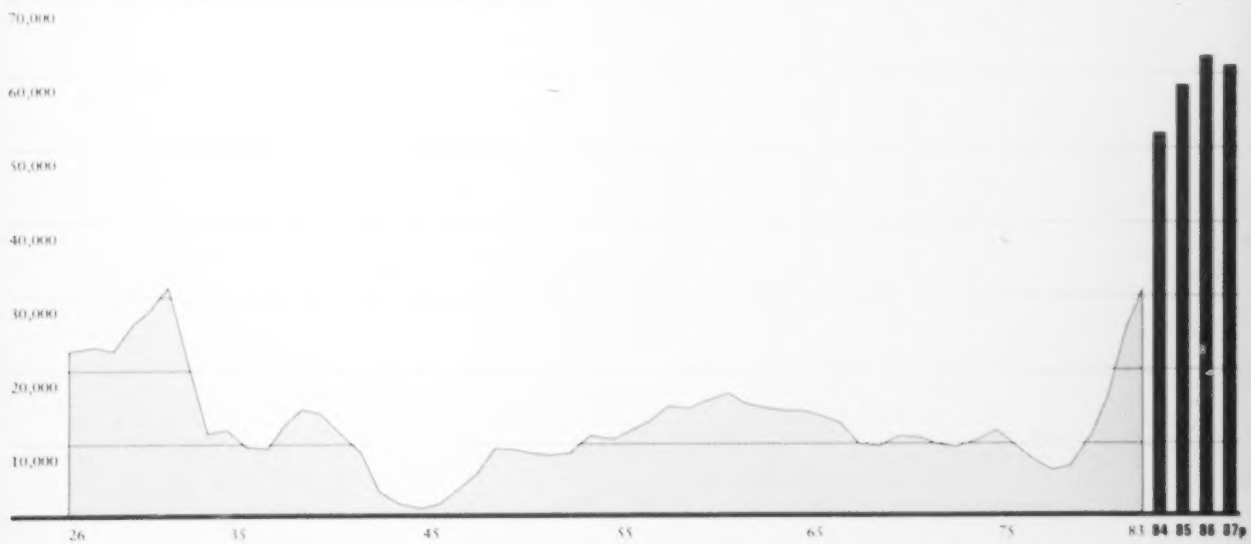
These data reflect a high level of entrepreneurial activity in recent years, spurred by the strong economic recovery which began in 1983. In fact, new business formation has played an important role in the current recovery.

Failure Trends Since 1926

	Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure		Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure
1926	21,773	$409,233,000	101	$18,795	1957	13,739	$615,293,000	52	$44,784
1927	23,146	520,105,000	106	22,471	1958	14,964	728,258,000	56	48,667
1928	23,842	489,559,000	109	20,534	1959	14,053	692,808,000	52	49,300
1929	22,909	483,252,000	104	21,094	1960	15,445	938,630,000	57	60,772
1930	26,355	668,282,000	122	25,357	1961	17,075	1,090,123,000	64	63,843
1931	28,285	736,310,000	133	26,032	1962	15,782	1,213,601,000	61	76,898
1932	31,822	928,313,000	154	29,172	1963	14,374	1,352,593,000	56	94,100
1933	19,859	457,520,000	100	23,038	1964	13,501	1,329,223,000	53	98,454
1934	12,091	333,959,000	61	27,621	1965	13,514	1,321,666,000	53	97,800
1935	12,244	310,580,000	62	25,366	1966	13,061	1,385,659,000	52	106,091
1936	9,607	203,173,000	48	21,148	1967	12,364	1,265,227,000	49	102,332
1937	9,490	$183,253,000	46	$19,310	1968	9,636	$940,996,000	39	$97,654
1938	12,836	246,505,000	61	19,204	1969	9,154	1,142,113,000	37	124,767
1939	14,768	182,520,000	70	12,359	1970	10,748	1,887,754,000	44	175,638
1940	13,619	166,684,000	63	12,239	1971	10,326	1,916,929,000	42	185,641
1941	11,848	136,104,000	55	11,488	1972	9,566	2,000,244,000	38	209,099
1942	9,405	100,763,000	45	10,713	1973	9,345	2,298,606,000	36	245,972
1943	3,221	45,339,000	16	14,076	1974	9,915	3,053,137,000	38	307,931
1944	1,222	31,660,000	7	25,908	1975	11,432	4,380,170,000	43	383,150
1945	809	30,225,000	4	37,361	1976	9,628	3,011,271,000	35	312,762
1946	1,129	67,349,000	5	59,654	1977	7,919	3,095,317,000	28	390,872
1947	3,474	$204,612,000	14	$58,898	1978	6,619	$2,656,006,000	24	$401,270
1948	5,250	234,620,000	20	44,690	1979	7,564	2,667,362,000	28	352,639
1949	9,246	308,109,000	34	33,323	1980	11,742	4,635,080,000	42	394,744
1950	9,162	248,283,000	34	27,099	1981	16,794	6,955,180,000	61	414,147
1951	8,058	259,547,000	31	32,210	1982	24,908	15,610,792,000	88	626,738
1952	7,611	283,314,000	29	37,224	1983	31,334	16,072,860,000	110	512,953
1953	8,862	394,153,000	33	44,477	**1984**	**52,078**	**29,268,646,871**	**107**	**562,016**
1954	11,086	462,628,000	42	41,731	**1985**	**57,253**	**36,937,369,478**	**115**	**645,160**
1955	10,969	449,380,000	42	40,968	**1986**	**61,616**	**44,723,991,601**	**120**	**725,850**
1956	12,686	562,697,000	48	44,356	**1987p**	**61,209**	**36,337,165,811**	**102**	**593,657**

Due to statistical revision, data prior to 1984 are not directly comparable with the new series.
p = preliminary

Number of Failures



Failure Distribution by Liability Size

	Liabilities under $5,000		Liabilities $5,000 to $25,000		Liabilities $25,000 to $100,000		Liabilities $100,000 to $1 Million		Liabilities over $1 Million	
	Number	%	Number	%	Number	%	Number	%	Number	%
1945	270	33.4%	343	42.4%	146	18.0%	45	5.6%	5	0.6%
1946	263	23.3%	488	43.2%	252	22.3%	119	10.6%	7	0.6%
1947	600	17.3%	1,661	47.8%	842	24.2%	350	10.1%	21	0.6%
1948	846	16.1%	2,799	53.3%	1,208	23.0%	374	7.1%	23	0.5%
1949	1,915	20.7%	4,646	50.3%	2,147	23.2%	520	5.6%	18	0.2%
1950	2,065	22.5%	4,706	51.4%	1,975	21.6%	407	4.4%	9	0.1%
1951	1,832	22.7%	4,160	51.6%	1,634	20.3%	412	5.1%	20	0.3%
1952	1,428	18.8%	3,884	51.0%	1,769	23.3%	512	6.7%	18	0.2%
1953	1,383	15.6%	4,317	48.7%	2,375	26.8%	748	8.5%	39	0.4%
1954	1,640	14.8%	5,640	50.9%	2,946	26.5%	829	7.5%	31	0.3%
1955	1,785	16.3%	5,412	49.3%	2,916	26.6%	820	7.5%	36	0.3%
1956	2,032	16.0%	6,152	48.4%	3,431	27.1%	1,022	8.1%	49	0.4%
1957	2,001	14.6%	6,699	48.8%	3,847	28.0%	1,147	8.3%	45	0.3%
1958	2,028	13.5%	7,015	46.9%	4,456	29.8%	1,408	9.4%	57	0.4%
1959	1,841	13.1%	6,664	47.4%	4,202	29.9%	1,284	9.1%	62	0.5%
1960	1,688	10.9%	6,884	44.6%	5,078	32.9%	1,703	11.0%	92	0.6%
1961	1,903	11.1%	7,378	43.2%	5,725	33.5%	1,973	11.6%	96	0.6%
1962	1,647	10.4%	6,700	42.5%	5,425	34.4%	1,876	11.9%	134	0.8%
1963	1,296	9.0%	5,781	40.2%	5,115	35.6%	2,031	14.1%	151	1.1%
1964	1,093	8.1%	5,202	38.5%	5,051	37.4%	2,003	14.9%	152	1.1%
1965	1,007	7.5%	5,067	37.5%	5,266	39.0%	2,005	14.8%	169	1.2%
1966	932	7.1%	4,569	35.0%	5,332	40.8%	2,042	15.7%	186	1.4%
1967	814	6.6%	4,434	35.9%	4,896	39.6%	2,045	16.5%	175	1.4%
1968	481	5.0%	3,332	34.6%	4,016	41.7%	1,686	17.5%	121	1.2%
1969	416	4.6%	3,000	32.8%	3,776	41.2%	1,807	19.7%	155	1.7%
1970	430	4.0%	3,197	29.7%	4,392	40.9%	2,450	22.8%	279	2.6%
1971	392	3.8%	2,806	27.2%	4,413	42.7%	2,423	23.5%	292	2.8%
1972	394	4.1%	2,497	26.1%	4,149	43.4%	2,236	23.4%	290	3.0%
1973	285	3.0%	2,434	26.1%	3,908	41.8%	2,375	25.4%	343	3.7%
1974	304	3.1%	2,150	21.7%	4,279	43.1%	2,755	27.8%	427	4.3%
1975	292	2.5%	2,226	19.5%	4,986	43.6%	3,459	30.3%	469	4.1%
1976	122	1.3%	1,750	18.2%	4,304	44.7%	3,029	31.4%	423	4.4%
1977	102	1.3%	1,283	16.2%	3,476	43.9%	2,708	34.2%	350	4.4%
1978	76	1.2%	928	14.0%	2,708	40.9%	2,593	39.2%	314	4.7%
1979	62	0.8%	954	12.6%	2,914	38.5%	3,216	42.5%	418	5.6%
1980	72	0.6%	1,243	10.6%	4,367	37.2%	5,417	46.1%	643	5.5%
1981	118	0.7%	1,862	11.1%	6,253	37.2%	7,648	45.6%	913	5.4%
1982	141	0.6%	2,789	11.2%	8,579	34.4%	11,737	47.1%	1,662	6.7%
1983	1,065	3.4%	4,167	13.3%	10,340	33.0%	13,851	44.2%	1,911	6.1%
1984	**16,095**	**30.9%**	**5,489**	**10.5%**	**11,943**	**22.9%**	**15,723**	**30.2%**	**2,828**	**5.4%**
1985	**19,028**	**33.2%**	**5,287**	**9.2%**	**12,236**	**21.4%**	**17,359**	**30.3%**	**3,343**	**5.8%**
1986	**21,694**	**35.2%**	**4,579**	**7.4%**	**12,635**	**20.5%**	**19,013**	**30.9%**	**3,695**	**6.0%**
1987p	**23,458**	**38.3%**	**4,151**	**6.8%**	**11,482**	**18.8%**	**18,513**	**30.2%**	**3,605**	**5.9%**

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p = preliminary

Business Failures by States and Regions
Totals and Rates

	Number of failures			Failure rate per 10,000 listed concerns	
	1986	1987p	% Change	1986	1987p
New England	**1,109**	**1,033**	**- 6.9%**	**38**	**30**
Maine	59	59	0.0%	24	20
New Hampshire	56	134	139.3%	24	47
Vermont	29	48	65.5%	22	29
Massachusetts	725	646	- 10.9%	56	43
Connecticut	202	111	- 45.0%	25	12
Rhode Island	38	35	- 7.9%	17	13
Middle Atlantic	**3,997**	**4,024**	**0.7%**	**48**	**42**
New York	1,513	1,717	13.5%	37	37
New Jersey	911	764	- 16.1%	51	37
Pennsylvania	1,573	1,543	- 1.9%	65	55
East North Central	**9,671**	**9,600**	**- 0.7%**	**114**	**96**
Ohio	2,082	1,924	- 7.6%	101	79
Indiana	1,094	1,307	19.5%	108	105
Illinois	3,308	3,307	0.0%	129	115
Michigan	1,620	1,819	12.3%	89	84
Wisconsin	1,567	1,243	- 20.7%	149	99
West North Central	**5,258**	**5,214**	**- 0.8%**	**121**	**100**
Minnesota	639	685	7.2%	60	55
Iowa	674	910	35.0%	95	100
Missouri	1,633	1,566	- 4.1%	145	117
North Dakota	101	108	6.9%	58	53
South Dakota	152	276	81.6%	80	127
Nebraska	369	681	84.6%	86	134
Kansas	1,690	988	- 41.5%	258	125
South Atlantic	**6,290**	**6,985**	**11.0%**	**81**	**75**
Maryland	461	490	6.3%	54	48
Delaware	46	31	- 32.6%	37	20
District of Columbia	67	64	- 4.5%	37	33
Virginia	692	865	25.0%	70	74
West Virginia	228	235	3.1%	78	67
North Carolina	582	585	0.5%	55	44
South Carolina	264	278	5.3%	49	42
Georgia	617	1,230	99.4%	54	90
Florida	3,333	3,207	- 3.8%	129	106

	Number of failures			Failure rate per 10,000 listed concerns	
	1986	1987p	% Change	1986	1987p
East South Central	**3,016**	**3,195**	**5.9%**	**116**	**101**
Kentucky	959	965	0.6%	138	113
Tennessee	1,180	1,139	- 3.5%	142	114
Alabama	376	495	31.6%	60	63
Mississippi	501	596	19.0%	117	116
West South Central	**12,752**	**12,788**	**0.3%**	**223**	**190**
Arkansas	377	437	15.9%	77	75
Oklahoma	2,869	2,142	- 25.3%	371	233
Louisiana	1,826	1,818	- 0.4%	213	180
Texas	7,680	8,391	9.3%	214	199
Mountain	**5,920**	**5,903**	**- 0.3%**	**192**	**168**
Montana	184	327	77.7%	72	109
Idaho	313	443	41.5%	131	155
Wyoming	282	276	- 2.1%	201	161
Colorado	3,274	2,910	- 11.1%	369	302
New Mexico	271	227	- 16.2%	97	67
Arizona	668	824	23.4%	90	100
Utah	566	611	8.0%	168	162
Nevada	362	285	- 21.3%	178	115
Pacific	**13,603**	**12,467**	**- 8.4%**	**170**	**135**
Alaska	288	312	8.3%	193	210
Hawaii	283	175	- 38.2%	130	74
Washington	1,787	1,295	- 27.5%	168	104
Oregon	1,002	713	- 28.8%	147	89
California	10,243	9,972	- 2.6%	174	146
Total United States	**61,616**	**61,209**	- 0.7%	120	102

p = preliminary

Business Failures by 50 Largest Cities

	1986		1987p		% Change	
	Number	Liabilities	Number	Liabilities	Number	Liabilities
New York, NY	358	$545,831,332	451	$2,346,114,334	26.0%	329.8%
Chicago, IL	644	1,014,875,629	749	285,018,487	16.3%	-71.9%
Los Angeles, CA	580	659,969,922	631	579,813,261	8.8%	-12.1%
Philadelphia, PA	207	40,561,119	160	13,799,100	-22.7%	-66.0%
Houston, TX	1,894	4,972,677,821	1,451	3,020,006,210	-23.4%	-39.3%
Detroit, MI	164	64,651,208	195	83,068,752	18.9%	28.5%
Dallas, TX	674	3,415,009,203	785	1,433,722,810	16.5%	-58.0%
San Diego, CA	601	605,232,535	609	289,561,724	1.3%	-52.2%
Phoenix, AZ	217	114,144,874	274	90,124,153	26.3%	-21.0%
Baltimore, MD	167	182,526,661	142	85,527,830	-15.0%	-53.1%
San Antonio, TX	289	316,214,603	456	201,900,882	57.8%	-36.2%
Indianapolis, IN	201	41,213,510	203	204,407,937	1.0%	396.0%
San Francisco, CA	205	50,953,445	155	64,318,415	-24.4%	26.2%
Memphis, TN	174	16,313,601	155	16,219,350	-10.9%	-0.6%
Washington, DC	67	65,348,868	64	64,765,844	-4.5%	-0.9%
Milwaukee, WI	285	23,537,043	239	41,459,354	-16.1%	76.1%
San Jose, CA	95	71,686,898	167	126,837,970	75.8%	76.9%
Cleveland, OH	135	157,423,691	126	73,631,436	-6.7%	-53.2%
Columbus, OH	219	43,592,533	183	55,233,082	-16.4%	26.7%
Boston, MA	115	168,551,782	63	507,900,144	-45.2%	201.3%
New Orleans, LA	123	445,924,544	155	76,463,993	26.0%	-82.9%
Jacksonville, FL	136	5,972,636	152	6,786,089	11.8%	13.6%
Seattle, WA	245	50,395,342	202	60,994,746	-17.6%	21.0%
Denver, CO	770	391,396,961	719	754,401,867	-6.6%	92.7%
Nashville, TN	110	71,502,822	144	34,927,111	30.9%	-51.2%
St. Louis, MO	171	15,826,325	126	127,875,631	-26.3%	708.0%
Kansas City, MO	203	23,752,967	257	68,657,325	26.6%	189.0%
El Paso, TX	95	28,810,972	162	131,549,826	70.5%	356.6%
Atlanta, GA	161	59,053,725	250	156,988,452	55.3%	165.8%
Pittsburgh, PA	128	277,680,166	161	62,548,118	25.8%	-77.5%
Oklahoma City, OK	543	2,020,022,108	345	338,306,332	-36.5%	-83.3%
Cincinnati, OH	196	90,951,019	198	26,724,097	1.0%	-70.6%
Fort Worth, TX	245	29,913,377	329	41,171,210	34.3%	37.6%
Minneapolis, MN	154	47,255,815	138	46,712,846	-10.4%	-1.1%
Portland, OR	255	61,768,040	169	69,635,079	-33.7%	12.7%
Honolulu, HI	160	35,311,837	98	156,902,789	-38.8%	344.3%
Long Beach, CA	81	13,271,764	110	29,914,998	35.8%	125.4%
Tulsa, OK	421	582,421,191	448	256,602,544	6.4%	-55.9%
Buffalo, NY	82	16,529,572	97	13,936,568	18.3%	-15.7%
Toledo, OH	99	14,639,848	115	23,082,903	16.2%	57.7%
Miami, FL	396	302,371,506	461	230,448,001	16.4%	-23.8%
Austin, TX	333	249,858,976	549	1,070,869,265	64.9%	328.6%
Oakland, CA	69	23,762,919	72	10,199,582	4.3%	-57.1%
Albuquerque, NM	93	168,765,598	109	17,538,407	17.2%	-89.6%
Tucson, AZ	130	43,166,902	141	58,491,474	8.5%	35.5%
Newark, NJ	33	16,109,063	28	14,796,014	-15.2%	-8.2%
Charlotte, NC	105	11,473,760	93	9,170,183	-11.4%	-20.1%
Omaha, NE	80	28,505,415	88	18,203,868	10.0%	-36.1%
Louisville, KY	172	49,562,852	153	51,620,689	-11.0%	4.2%
Birmingham, AL	73	6,006,423	92	51,208,573	26.0%	752.6%
Total 50 Cities	**13,153**	**$17,752,300,723**	**13,419**	**$13,600,159,655**	**2.0%**	**-23.4%**
Balance of country	48,463	$26,971,690,878	47,790	$22,737,006,156	-1.4%	-15.7%
Total United States	**61,616**	**$44,723,991,601**	**61,209**	**$36,337,165,811**	**-0.7%**	**-18.8%**

p = preliminary

Business Failures by Industry

	1986		1987p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1986	1987p
Agriculture, Forestry & Fishing								
Agricultural production-crops	1,717	$747,525,895	2,714	$1,010,182,930	58.1%	35.1%	264	309
Agricultural production-livestock	446	275,453,743	594	277,112,950	33.2%	0.6%	153	171
Agricultural services	452	82,806,372	435	69,375,074	-3.8%	-16.2%	84	64
Forestry	12	258,017	11	1,964,960	-8.3%	661.6%	66	50
Fishing, hunting & trapping	22	6,997,920	13	6,868,235	-40.9%	-1.9%	117	63
Total Agriculture, Forestry & Fishing	**2,649**	**$1,113,041,947**	**3,767**	**$1,365,504,149**	**42.2%**	**22.7%**	**175**	**194**
Mining								
Metal mining	26	$29,767,451	24	$405,916,429	-7.7%	1263.6%	204	177
Anthracite mining	4	470,088	3	1	-25.0%	-100.0%	178	123
Bituminous coal & lignite mining	135	87,741,254	100	201,796,466	-25.9%	130.0%	348	254
Oil & gas extraction	731	3,031,003,062	466	1,514,262,775	-36.3%	-50.0%	227	141
Nonmetallic mineral mining, except fuel	25	20,256,852	29	3,602,241	16.0%	-82.2%	69	78
Total Mining	**921**	**$3,169,238,707**	**622**	**$2,125,577,912**	**-32.5%**	**-32.9%**	**223**	**147**
Construction								
General contractors & operative builders	2,634	$949,258,744	2,495	$1,312,310,963	-5.3%	38.2%	108	92
Construction other than buildings	449	134,865,421	396	139,835,132	-11.8%	3.7%	114	97
Special trade contractors	4,026	698,500,785	3,844	776,658,015	-4.5%	11.2%	107	90
Total Construction	**7,109**	**$1,782,624,950**	**6,735**	**$2,228,804,110**	**-5.3%**	**25.0%**	**108**	**92**
Manufacturing								
Food & kindred products	239	$472,216,356	194	$133,851,682	-18.8%	-71.7%	113	88
Tobacco manufacturers	0	0	0	0	0.0%	0.0%	0	0
Textile mill products	72	21,392,108	75	17,526,554	4.2%	-18.1%	82	79
Apparel & other textile products	287	107,562,749	260	172,593,698	-9.4%	60.5%	108	94
Lumber & wood products	392	117,120,812	375	116,254,739	-4.3%	-0.7%	125	107
Furniture & fixtures	244	113,347,713	204	129,331,782	-16.4%	14.1%	164	131
Paper & allied products	46	14,167,983	63	37,698,194	37.0%	166.1%	81	106
Printing & publishing	606	152,479,540	634	130,230,569	4.6%	-14.6%	85	79
Chemicals & allied products	129	104,127,895	123	107,831,234	-4.7%	3.6%	92	84
Petroleum refining	35	67,053,169	22	71,080,480	-37.1%	6.0%	189	112
Rubber & misc. plastic products	145	153,036,203	149	122,759,764	2.8%	-19.8%	103	103
Leather & leather products	48	11,506,410	33	62,999,084	-31.3%	447.5%	137	93
Stone, clay & glass products	164	165,451,891	159	98,545,167	-3.0%	-40.4%	101	91
Primary metal industries	133	1,942,924,731	113	126,402,774	-15.0%	-93.5%	177	142
Fabricated metal products	528	308,672,109	470	222,078,249	-11.0%	-28.1%	132	113
Machinery, except electrical	739	1,352,481,274	638	282,104,150	-13.7%	-79.1%	111	91
Electrical & electronic equipment	332	198,187,565	267	153,998,634	-19.6%	-22.3%	151	115
Transportation equipment	226	175,810,891	182	74,839,941	-19.5%	-57.4%	185	136
Instruments & related products	140	60,203,586	109	60,888,674	-22.1%	1.1%	103	75
Misc. manufacturing industries	267	243,256,659	243	367,377,728	-9.0%	51.0%	97	77
Total Manufacturing	**4,772**	**$5,780,999,642**	**4,313**	**$2,488,393,097**	**-9.6%**	**-57.0%**	**114**	**96**

p = preliminary

	1988		1987p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1988	1987p
Transportation & Public Utilities								
Railroad transportation	7	$15,964,270	6	$7,409,546	-14.3%	-53.6%	87	64
Local & interurban passenger transportation	145	37,409,487	119	24,978,520	-17.9%	-33.2%	110	82
Trucking & warehousing	1,622	827,201,296	1,423	541,296,592	-12.3%	-34.6%	171	142
U.S. Postal Service	0	0	0	0	0.0%	0.0%	0	0
Water transportation	112	382,822,563	101	113,795,820	-9.8%	-70.3%	131	109
Air transportation	92	198,138,354	94	313,187,625	2.2%	58.1%	116	99
Pipelines, except natural gas	0	0	3	30,000,000	—	—	0	130
Transportation services	374	951,976,365	313	238,330,750	-16.3%	-75.0%	135	89
Communication	152	126,087,728	140	342,547,333	-7.9%	171.7%	95	79
Electric, gas & sanitary services	61	96,080,036	50	74,854,122	-18.0%	-22.1%	43	31
Total Transportation & Public Utilities	**2,565**	**$2,635,680,099**	**2,249**	**$1,686,400,308**	**-12.3%**	**-36.0%**	**140**	**110**
Wholesale Trade								
Durable Goods								
Motor vehicles & automotive equipment	397	$141,343,234	362	$63,975,034	-8.8%	-54.7%	92	80
Furniture & home furnishings	187	31,106,755	170	58,106,128	-9.1%	86.8%	111	85
Lumber & construction materials	269	66,666,077	234	73,388,711	-13.0%	10.1%	122	95
Sporting goods, toys & hobby goods	111	25,681,734	82	26,131,199	-26.1%	1.8%	110	75
Metals & minerals, except petroleum	137	106,808,317	95	93,856,626	-30.7%	-12.1%	143	92
Electrical goods	326	78,092,143	358	136,658,077	9.8%	75.0%	103	98
Hardware, plumbing & heating equipment	210	68,197,033	186	42,178,810	-11.4%	-38.2%	97	81
Machinery, equipment & supplies	1,338	708,759,044	1,107	255,099,620	-17.3%	-64.0%	118	89
Miscellaneous durable goods	310	99,488,889	273	174,691,204	-11.9%	75.6%	95	71
Total Durable Goods	**3,285**	**$1,326,143,226**	**2,867**	**$924,085,409**	**-12.7%**	**-30.3%**	**109**	**86**
Nondurable Goods								
Paper & paper products	129	$41,135,408	122	$26,332,399	-5.4%	-36.0%	90	81
Drugs, proprietaries & sundries	45	9,213,174	48	6,244,274	6.7%	-32.2%	88	90
Apparel, piece goods & notions	151	36,304,066	179	46,655,439	18.5%	28.5%	66	74
Groceries & related products	448	197,872,115	452	92,174,076	0.9%	-53.4%	98	95
Farm-product raw materials	83	60,093,064	58	35,066,342	-30.1%	-41.6%	73	50
Chemicals & allied products	83	8,364,584	56	10,460,210	-32.5%	25.1%	85	55
Petroleum & petroleum products	110	195,988,822	90	120,921,554	-18.2%	-38.3%	62	49
Beer, wine & distilled beverages	45	13,157,311	31	7,550,607	-31.1%	-42.6%	76	52
Miscellaneous nondurable goods	490	155,597,358	418	127,242,775	-14.7%	-18.2%	88	73
Total Nondurable Goods	**1,584**	**$717,725,902**	**1,454**	**$472,647,676**	**-8.2%**	**-34.1%**	**84**	**74**
Total Wholesale Trade	**4,869**	**$2,043,869,128**	**4,321**	**$1,396,733,085**	**-11.3%**	**-31.7%**	**100**	**82**

p = preliminary

	1986		1987p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1986	1987p
Retail Trade								
Building materials & garden supplies	762	$171,198,016	656	$168,658,666	-13.9%	-1.5%	91	76
General merchandise stores	217	109,817,406	177	126,420,321	-18.4%	15.1%	76	60
Food stores	1,164	176,628,096	1,027	177,973,776	-11.8%	0.8%	87	58
Automotive dealers & service stations	1,321	454,368,314	1,197	322,542,486	-9.4%	-29.0%	78	57
Apparel & accessory stores	1,940	221,302,173	1,844	1,623,954,653	-4.9%	633.8%	172	138
Furniture & home furnishing stores	1,560	332,303,784	1,456	259,768,269	-6.7%	-21.8%	125	100
Eating & drinking places	3,252	654,089,615	2,826	549,462,056	-13.1%	-16.0%	142	91
Miscellaneous Retail Trade								
Drug & proprietary stores	138	$22,569,307	126	$16,646,271	-8.7%	-26.2%	39	32
Liquor stores	155	21,758,603	161	22,034,682	3.9%	1.3%	54	45
Used merchandise stores	133	17,046,861	129	16,131,337	-3.0%	-5.4%	58	40
Sporting goods	415	40,521,141	375	72,078,630	-9.6%	77.9%	113	92
Book stores	75	5,004,665	75	5,922,779	0.0%	18.3%	85	68
Stationery stores	90	11,772,614	92	13,729,155	2.2%	16.6%	103	96
Jewelry stores	233	33,037,982	185	27,439,643	-20.6%	-16.9%	93	65
Hobby, toy & game shops	89	7,969,076	79	6,739,419	-11.2%	-15.4%	116	77
Camera & photographic supply stores	54	3,527,947	36	5,456,011	-33.3%	54.7%	157	92
Gift, novelty & souvenir shops	326	31,806,614	298	40,884,139	-8.6%	28.5%	84	66
Luggage & leather goods stores	17	1,294,199	10	659,447	-41.2%	-49.0%	104	52
Sewing, needlework & piece goods	70	4,615,940	63	7,515,201	-10.0%	62.8%	60	48
Nonstore retailers	175	56,565,690	146	33,915,528	-16.6%	-40.0%	92	70
Fuel & ice dealers	35	6,130,487	30	4,259,091	-14.3%	-30.5%	32	35
Other retail stores	1,399	331,473,292	1,254	247,459,330	-10.4%	-25.3%	144	104
Total Miscellaneous Retail Trade	**3,404**	**$595,094,418**	**3,059**	**$520,870,663**	**-10.1%**	**-12.5%**	**96**	**72**
Total Retail Trade	**13,620**	**$2,714,801,822**	**12,242**	**$3,749,650,890**	**-10.1%**	**38.1%**	**110**	**81**
Finance, Insurance & Real Estate								
Banking	157	$6,518,644,136	208	$6,342,661,614	32.5%	-2.7%	81	103
Credit agencies, except banks	213	6,197,131,589	200	2,470,855,284	-6.1%	-60.1%	63	55
Security, commodity brokers & services	160	108,054,290	136	132,139,481	-15.0%	22.3%	116	83
Insurance carriers	53	216,142,660	38	25,701,555	-28.3%	-88.1%	56	34
Insurance agents, brokers & services	333	279,764,312	293	95,628,847	-12.0%	-65.8%	31	27
Real estate	1,658	3,077,381,119	1,528	2,737,075,476	-7.8%	-11.1%	72	60
Combined real estate, insurance, etc.	1	152,210	9	6,162,430	800.0%	3948.6%	7	66
Holding & other investment offices	222	364,271,406	135	1,030,411,013	-39.2%	182.9%	125	70
Total Finance, Insurance & Real Estate	**2,797**	**$16,761,541,722**	**2,547**	**$12,840,635,700**	**-8.9%**	**-23.4%**	**65**	**54**

p = preliminary

	1986		1987p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1986	1987p
Services								
Hotels & other lodging places	314	$331,149,395	343	$553,803,009	9.2%	67.2%	65	62
Personal Services								
Laundry, cleaning & garment services	267	$31,903,759	235	$23,985,841	-12.0%	-24.8%	60	38
Photographic portrait studios	82	10,486,362	64	6,500,882	-22.0%	-38.0%	102	54
Beauty shops	327	41,368,040	345	27,885,478	5.5%	-32.6%	78	35
Barber shops	34	1,852,959	44	2,341,394	29.4%	26.4%	55	23
Shoe repair & hat cleaning shops	21	920,231	23	2,010,840	9.5%	118.5%	42	35
Funeral services & crematories	19	1,851,351	24	5,743,664	26.3%	210.2%	12	14
Miscellaneous personal services	251	60,064,308	227	33,630,037	-9.6%	-44.0%	189	101
Total Personal Services	**1,001**	**$148,447,010**	**962**	**$102,098,136**	**-3.9%**	**-31.2%**	**74**	**40**
Business Services								
Advertising	263	$43,667,963	253	$42,196,688	-3.8%	-3.4%	123	103
Consumer credit reporting & collection	30	7,813,564	29	8,344,318	-3.3%	6.8%	73	53
Mail, reproduction & steno services	265	32,133,998	228	33,089,180	-14.0%	3.0%	104	68
Services to buildings	369	29,240,278	365	22,902,794	-1.1%	-21.7%	141	108
News syndicates	4	439,998	4	201,460	0.0%	-54.2%	153	141
Personnel supply services	104	35,794,779	99	20,071,943	-4.8%	-43.9%	95	63
Computer & data processing services	333	503,852,938	307	69,900,296	-7.8%	-86.1%	113	87
Miscellaneous business services	8,682	3,860,124,712	9,300	3,192,249,509	7.1%	-17.3%	468	412
Total Business Services	**10,050**	**$4,513,068,230**	**10,585**	**$3,388,956,188**	**5.3%**	**-24.9%**	**332**	**283**
Miscellaneous Services								
Automotive repair, services & garages	1,464	$443,946,702	1,193	$142,806,910	-18.5%	-67.8%	112	68
Miscellaneous repair services	704	100,724,733	660	71,965,716	-6.3%	-28.6%	65	51
Motion pictures, amusement & recreation	768	451,822,240	694	232,940,236	-9.6%	-48.4%	110	82
Health services	701	421,780,523	701	454,664,533	0.0%	7.8%	24	23
Legal services	181	78,609,444	172	48,396,212	-5.0%	-38.4%	15	14
Educational services	126	25,079,190	127	34,564,990	0.8%	37.8%	24	17
Social services	196	52,195,489	213	33,907,524	8.7%	-35.0%	66	26
Museums, botanical & zoological gardens	4	506,998	2	115,306	-50.0%	-77.3%	26	9
Membership organizations	66	19,179,454	54	48,918,678	-18.2%	155.1%	9	5
Private households	11	1,644,448	32	4,405,363	190.9%	167.9%	322	744
Engineering & architectural services	299	110,120,142	247	120,707,982	-17.4%	9.6%	67	50
Noncommercial research organizations	6	247,669	3	100,600	-50.0%	-59.4%	31	12
Accounting, auditing & bookkeeping services	186	89,995,472	177	83,454,658	-4.8%	-7.3%	36	32
Other services	4,890	1,590,661,597	7,699	2,644,358,686	57.4%	66.2%	—	—
Total Miscellaneous Services	**9,602**	**$3,386,514,101**	**11,974**	**$3,921,307,394**	**24.7%**	**15.8%**	**94**	**100**
Total Services	**20,967**	**$8,379,178,736**	**23,864**	**$7,966,164,727**	**13.8%**	**-4.9%**	**139**	**128**
Total Public Administration	**20**	**$3,003,817**	**13**	**$594,356**	**-35.0%**	**-80.2%**	**—**	**—**
Nonclassifiable establishments	1,327	$340,011,031	536	$488,707,477	-59.6%	43.7%	—	—
Total United States	**61,616**	**$44,723,991,601**	**61,209**	**$36,337,165,811**	**-0.7%**	**-18.8%**	**120**	**102**

p = preliminary

Business Failures by Industry Sector by State and Region

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
New England Region											
Maine											
1986	2	0	4	11	5	6	23	0	8	0	59
1987 p	1	0	5	7	3	9	25	1	8	0	59
% Change	– 50.0%	0.0%	25.0%	– 36.4%	– 40.0%	50.0%	8.7%	—	0.0%	0.0%	0.0%
New Hampshire											
1986	0	0	6	14	2	9	12	1	12	0	56
1987 p	0	0	23	20	4	10	37	3	37	0	134
% Change	0.0%	0.0%	283.3%	42.9%	100.0%	11.1%	208.3%	200.0%	208.3%	0.0%	139.3%
Vermont											
1986	1	0	4	5	0	2	8	0	9	0	29
1987 p	0	0	8	8	2	2	16	1	11	0	48
% Change	– 100.0%	0.0%	100.0%	60.0%	—	0.0%	100.0%	—	22.2%	0.0%	65.5%
Massachusetts											
1986	3	0	42	92	24	50	133	10	367	4	725
1987 p	0	0	40	64	26	55	116	14	323	8	646
% Change	– 100.0%	0.0%	– 4.8%	– 30.4%	8.3%	10.0%	– 12.8%	40.0%	– 12.0%	100.0%	– 10.9%
Connecticut											
1986	1	0	15	42	11	39	55	6	33	0	202
1987 p	0	0	6	26	7	18	34	2	18	0	111
% Change	– 100.0%	0.0%	– 60.0%	– 38.1%	– 36.4%	– 53.8%	– 38.2%	– 66.7%	– 45.5%	0.0%	– 45.0%
Rhode Island											
1986	0	0	6	13	1	8	5	0	5	0	38
1987 p	0	0	1	8	0	9	7	0	10	0	35
% Change	0.0%	0.0%	– 83.3%	– 38.5%	– 100.0%	12.5%	40.0%	0.0%	100.0%	0.0%	– 7.9%
Total New England											
1986	**7**	**0**	**77**	**177**	**43**	**114**	**236**	**17**	**434**	**4**	**1,109**
1987 p	**1**	**0**	**83**	**133**	**42**	**103**	**235**	**21**	**407**	**8**	**1,033**
% Change	**– 85.7%**	**0.0%**	**7.8%**	**– 24.9%**	**– 2.3%**	**– 9.6%**	**– 0.4%**	**23.5%**	**– 6.2%**	**100.0%**	**– 6.9%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Middle Atlantic Region											
New York											
1986	14	2	137	222	69	229	443	43	348	6	1,513
1987 p	40	5	172	273	62	226	475	61	400	3	1,717
% Change	185.7%	150.0%	25.5%	23.0%	- 10.1%	- 1.3%	7.2%	41.9%	14.9%	- 50.0%	13.5%
New Jersey											
1986	4	0	100	138	61	110	241	26	229	2	911
1987 p	9	2	84	113	55	110	164	29	196	2	764
% Change	125.0%	—	- 16.0%	- 18.1%	- 9.8%	0.0%	- 32.0%	11.5%	- 14.4%	0.0%	- 16.1%
Pennsylvania											
1986	30	28	224	177	71	137	471	50	381	4	1,573
1987 p	48	22	208	169	70	132	482	40	365	7	1,543
% Change	60.0%	- 21.4%	- 7.1%	- 4.5%	- 1.4%	- 3.6%	2.3%	- 20.0%	- 4.2%	75.0%	- 1.9%
Total Middle Atlantic											
1986	**48**	**30**	**461**	**537**	**201**	**476**	**1,155**	**119**	**958**	**12**	**3,997**
1987 p	**97**	**29**	**464**	**555**	**187**	**468**	**1,121**	**130**	**961**	**12**	**4,024**
% Change	**102.1%**	**- 3.3%**	**0.7%**	**3.4%**	**- 7.0%**	**- 1.7%**	**- 2.9%**	**9.2%**	**0.3%**	**0.0%**	**0.7%**
East North Central Region											
Ohio											
1986	61	26	258	181	113	165	485	55	733	5	2,082
1987 p	132	22	257	137	86	137	452	47	649	5	1,924
% Change	116.4%	- 15.4%	- 0.4%	- 24.3%	- 23.9%	- 17.0%	- 6.8%	- 14.5%	- 11.5%	0.0%	- 7.6%
Indiana											
1986	106	7	126	107	61	104	262	40	274	7	1,094
1987 p	198	2	169	135	76	95	328	34	266	4	1,307
% Change	86.8%	- 71.4%	34.1%	26.2%	24.6%	- 8.7%	25.2%	- 15.0%	- 2.9%	- 42.9%	19.5%
Illinois											
1986	144	18	296	257	182	256	759	104	975	317	3,308
1987 p	163	14	314	202	161	183	716	110	1,317	127	3,307
% Change	13.2%	- 22.2%	6.1%	- 21.4%	- 11.5%	- 28.5%	- 5.7%	5.8%	35.1%	- 59.9%	0.0%
Michigan											
1986	105	4	149	200	85	137	437	37	464	2	1,620
1987 p	164	8	208	191	83	136	449	44	524	12	1,819
% Change	56.2%	100.0%	39.6%	- 4.5%	- 2.4%	- 0.7%	2.7%	18.9%	12.9%	500.0%	12.3%
Wisconsin											
1986	113	1	114	83	68	95	404	32	656	1	1,567
1987 p	172	1	117	107	65	88	300	29	360	4	1,243
% Change	52.2%	0.0%	2.6%	28.9%	- 4.4%	- 7.4%	- 25.7%	- 9.4%	- 45.1%	300.0%	- 20.7%
Total East North Central											
1986	**529**	**56**	**943**	**828**	**509**	**757**	**2,347**	**268**	**3,102**	**332**	**9,671**
1987 p	**829**	**47**	**1,065**	**772**	**471**	**639**	**2,245**	**264**	**3,116**	**152**	**9,600**
% Change	**56.7%**	**- 16.1%**	**12.9%**	**- 6.8%**	**- 7.5%**	**- 15.6%**	**- 4.3%**	**- 1.5%**	**0.5%**	**- 54.2%**	**- 0.7%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
West North Central Region											
Minnesota											
1986	32	0	81	77	24	89	205	17	114	0	639
1987 p	10	2	60	65	24	67	217	23	216	1	685
% Change	-68.8%	—	-25.9%	-15.6%	0.0%	-24.7%	5.9%	35.3%	89.5%	—	7.2%
Iowa											
1986	191	2	60	24	25	45	106	22	199	0	674
1987 p	367	1	42	28	31	28	106	22	283	2	910
% Change	92.1%	-50.0%	-30.0%	16.7%	24.0%	-37.8%	0.0%	0.0%	42.2%	—	35.0%
Missouri											
1986	232	3	143	91	116	127	330	41	549	1	1,633
1987 p	291	2	136	84	70	84	287	91	517	4	1,566
% Change	25.4%	-33.3%	-4.9%	-7.7%	-39.7%	-33.9%	-13.0%	122.0%	-5.8%	300.0%	-4.1%
North Dakota											
1986	6	2	12	3	7	10	40	3	18	0	101
1987 p	15	3	8	3	1	5	26	3	40	4	108
% Change	150.0%	50.0%	-33.3%	0.0%	-85.7%	-50.0%	-35.0%	0.0%	122.2%	—	6.9%
South Dakota											
1986	24	2	17	5	10	11	47	2	34	0	152
1987 p	145	0	14	8	7	8	36	2	54	2	276
% Change	504.2%	-100.0%	-17.6%	60.0%	-30.0%	-27.3%	-23.4%	0.0%	58.8%	—	81.6%
Nebraska											
1986	59	3	47	28	20	40	86	8	78	0	369
1987 p	323	2	57	23	17	30	75	11	142	1	681
% Change	447.5%	-33.3%	21.3%	-17.9%	-15.0%	-25.0%	-12.8%	37.5%	82.1%	—	84.6%
Kansas											
1986	303	52	168	51	86	96	340	55	539	0	1,690
1987 p	157	22	123	32	40	58	210	42	304	0	988
% Change	-48.2%	-57.7%	-26.8%	-37.3%	-53.5%	-39.6%	-38.2%	-23.6%	-43.6%	0.0%	-41.5%
Total West North Central											
1986	**847**	**64**	**528**	**279**	**288**	**418**	**1,154**	**148**	**1,531**	**1**	**5,258**
1987 p	**1,308**	**32**	**440**	**243**	**190**	**280**	**957**	**194**	**1,556**	**14**	**5,214**
% Change	**54.4%**	**-50.0%**	**-16.7%**	**-12.9%**	**-34.0%**	**-33.0%**	**-17.1%**	**31.1%**	**1.6%**	**1300.0%**	**-0.8%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
South Atlantic Region											
Maryland											
1986	10	1	78	38	20	32	106	27	130	19	461
1987 p	6	2	83	46	13	39	103	20	175	3	490
% Change	- 40.0%	100.0%	6.4%	21.1%	- 35.0%	21.9%	- 2.8%	- 25.9%	34.6%	- 84.2%	6.3%
Delaware											
1986	0	0	7	5	2	1	16	0	15	0	46
1987 p	0	0	5	6	6	3	5	0	6	0	31
% Change	0.0%	0.0%	- 28.6%	20.0%	200.0%	200.0%	- 68.8%	0.0%	- 60.0%	0.0%	- 32.6%
District of Columbia											
1986	0	0	3	0	3	2	15	2	33	9	67
1987 p	0	0	5	2	3	1	13	2	37	1	64
% Change	0.0%	0.0%	66.7%	—	0.0%	- 50.0%	- 13.3%	0.0%	12.1%	- 88.9%	- 4.5%
Virginia											
1986	33	31	107	31	35	48	199	18	176	14	692
1987 p	19	16	146	45	39	48	222	21	304	5	865
% Change	- 42.4%	- 48.4%	36.4%	45.2%	11.4%	0.0%	11.6%	16.7%	72.7%	- 64.3%	25.0%
West Virginia											
1986	4	23	33	17	5	25	83	1	37	0	228
1987 p	2	25	34	13	8	20	57	3	72	1	235
% Change	- 50.0%	8.7%	3.0%	- 23.5%	60.0%	- 20.0%	- 31.3%	200.0%	94.6%	—	3.1%
North Carolina											
1986	23	1	95	71	24	35	169	21	142	1	582
1987 p	13	0	118	75	34	54	149	18	124	0	585
% Change	- 43.5%	- 100.0%	24.2%	5.6%	41.7%	54.3%	- 11.8%	- 14.3%	- 12.7%	- 100.0%	0.5%
South Carolina											
1986	4	0	50	23	18	28	74	12	55	0	264
1987 p	10	0	36	18	7	15	72	14	105	1	278
% Change	150.0%	0.0%	- 28.0%	- 21.7%	- 61.1%	- 46.4%	- 2.7%	16.7%	90.9%	—	5.3%
Georgia											
1986	9	0	52	44	17	46	96	13	340	0	617
1987 p	32	1	106	59	23	66	140	20	782	1	1,230
% Change	255.6%	—	103.8%	34.1%	35.3%	43.5%	45.8%	53.8%	130.0%	—	99.4%
Florida											
1986	34	4	423	244	81	334	717	122	1,372	2	3,333
1987 p	41	3	424	221	81	322	798	130	1,178	9	3,207
% Change	20.6%	- 25.0%	0.2%	- 9.4%	0.0%	- 3.6%	11.3%	6.6%	- 14.1%	350.0%	- 3.8%
Total South Atlantic											
1986	**117**	**60**	**848**	**473**	**205**	**551**	**1,425**	**216**	**2,300**	**45**	**6,290**
1987 p	**123**	**47**	**957**	**485**	**214**	**568**	**1,559**	**228**	**2,783**	**21**	**6,985**
% Change	**5.1%**	**- 21.7%**	**12.9%**	**2.5%**	**4.4%**	**3.1%**	**5.7%**	**5.6%**	**21.0%**	**- 53.3%**	**11.0%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
East South Central Region											
Kentucky											
1986	99	52	111	58	46	74	291	15	213	0	959
1987 p	207	36	112	39	45	65	220	30	206	5	965
% Change	109.1%	– 30.8%	0.9%	– 32.8%	– 2.2%	– 12.2%	– 100.0%	– 100.0%	– 100.0%	—	0.6%
Tennessee											
1986	36	7	126	100	52	77	317	39	422	4	1,180
1987 p	20	4	133	80	49	72	259	33	483	6	1,139
% Change	– 44.4%	– 42.9%	5.6%	– 20.0%	– 5.8%	– 6.5%	– 18.3%	– 15.4%	14.5%	50.0%	– 3.5%
Alabama											
1986	6	3	59	33	15	32	119	17	92	0	376
1987 p	11	7	61	44	23	46	136	12	152	3	495
% Change	83.3%	133.3%	3.4%	33.3%	53.3%	43.8%	14.3%	– 29.4%	65.2%	—	31.6%
Mississippi											
1986	47	4	54	24	20	37	152	14	149	0	501
1987 p	55	2	63	31	21	39	170	27	180	8	596
% Change	17.0%	– 50.0%	16.7%	29.2%	5.0%	5.4%	11.8%	92.9%	20.8%	—	19.0%
Total East South Central											
1986	**188**	**66**	**350**	**215**	**133**	**220**	**879**	**85**	**876**	**4**	**3,016**
1987 p	**293**	**49**	**369**	**194**	**138**	**222**	**785**	**102**	**1,021**	**22**	**3,195**
% Change	**55.9%**	**– 25.8%**	**5.4%**	**– 9.8%**	**3.8%**	**0.9%**	**– 10.7%**	**20.0%**	**16.6%**	**450.0%**	**5.9%**
West South Central Region											
Arkansas											
1986	23	4	55	40	20	29	106	9	91	0	377
1987 p	30	2	58	43	19	49	105	16	115	0	437
% Change	30.4%	– 50.0%	5.5%	7.5%	– 5.0%	69.0%	– 0.9%	77.8%	26.4%	0.0%	15.9%
Oklahoma											
1986	145	106	513	104	144	146	553	180	978	0	2,869
1987 p	166	87	335	80	75	116	389	150	742	2	2,142
% Change	14.5%	– 17.9%	– 34.7%	– 23.1%	– 47.9%	– 20.5%	– 29.7%	– 16.7%	– 24.1%	—	– 25.3%
Louisiana											
1986	119	62	200	58	92	111	618	141	421	4	1,826
1987 p	213	30	228	56	110	107	550	101	422	1	1,818
% Change	79.0%	– 51.6%	14.0%	– 3.4%	19.6%	– 3.6%	– 11.0%	– 28.4%	0.2%	– 75.0%	– 0.4%
Texas											
1986	118	314	846	467	176	629	1,214	393	3,514	9	7,680
1987 p	173	203	911	443	226	580	1,303	539	3,991	22	8,391
% Change	46.6%	– 35.4%	7.7%	– 5.1%	28.4%	– 7.8%	7.3%	37.2%	13.6%	144.4%	9.3%
Total West South Central											
1986	**405**	**486**	**1,614**	**669**	**432**	**915**	**2,491**	**723**	**5,004**	**13**	**12,752**
1987 p	**582**	**322**	**1,532**	**622**	**430**	**852**	**2,347**	**806**	**5,270**	**25**	**12,788**
% Change	**43.7%**	**– 33.7%**	**– 5.1%**	**– 7.0%**	**– 0.5%**	**– 6.9%**	**– 5.8%**	**11.5%**	**5.3%**	**92.3%**	**0.3%**

p = preliminary

Mountain Region	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Montana											
1986	9	4	26	18	11	15	62	4	35	0	184
1987 p	38	3	28	25	16	32	80	14	86	5	327
% Change	322.2%	-25.0%	7.7%	38.9%	45.5%	113.3%	29.0%	250.0%	145.7%	—	77.7%
Idaho											
1986	20	3	43	22	13	31	88	15	78	0	313
1987 p	38	0	46	28	19	24	87	5	195	1	443
% Change	90.0%	-100.0%	7.0%	27.3%	46.2%	-22.6%	-1.1%	-66.7%	150.0%	—	41.5%
Wyoming											
1986	11	12	39	14	11	18	74	11	92	0	282
1987 p	18	8	28	11	12	12	61	9	117	0	276
% Change	63.6%	-33.3%	-28.2%	-21.4%	9.1%	-33.3%	-17.6%	-18.2%	27.2%	0.0%	-2.1%
Colorado											
1986	137	51	468	161	98	175	625	227	1,328	4	3,274
1987 p	94	55	246	121	54	132	403	148	1,645	12	2,910
% Change	-31.4%	7.8%	-47.4%	-24.8%	-44.9%	-24.6%	-35.5%	-34.8%	23.9%	200.0%	-11.1%
New Mexico											
1986	8	17	40	17	8	24	89	12	56	0	271
1987 p	7	3	42	14	5	22	74	11	49	0	227
% Change	-12.5%	-82.4%	5.0%	-17.6%	-37.5%	-8.3%	-16.9%	-8.3%	-12.5%	0.0%	-16.2%
Arizona											
1986	4	0	114	48	18	51	122	39	272	0	668
1987 p	13	4	127	69	14	49	119	55	367	7	824
% Change	225.0%	—	11.4%	43.8%	-22.2%	-3.9%	-2.5%	41.0%	34.9%	—	23.4%
Utah											
1986	6	10	58	49	29	53	132	57	167	5	566
1987 p	14	2	68	47	18	64	109	42	246	1	611
% Change	133.3%	-80.0%	17.2%	-4.1%	-37.9%	20.8%	-17.4%	-26.3%	47.3%	-80.0%	8.0%
Nevada											
1986	9	1	38	11	17	23	67	25	170	1	362
1987 p	7	3	27	19	6	18	53	13	139	0	285
% Change	-22.2%	200.0%	-28.9%	72.7%	-64.7%	-21.7%	-20.9%	-48.0%	-18.2%	-100.0%	-21.3%
Total Mountain											
1986	**204**	**98**	**826**	**340**	**205**	**390**	**1,259**	**390**	**2,198**	**10**	**5,920**
1987 p	**229**	**78**	**612**	**334**	**144**	**353**	**986**	**297**	**2,844**	**26**	**5,903**
% Change	**12.3%**	**-20.4%**	**-25.9%**	**-1.8%**	**-29.8%**	**-9.5%**	**-21.7%**	**-23.8%**	**29.4%**	**160.0%**	**-0.3%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Pacific Region											
Alaska											
1986	2	4	66	4	17	12	71	21	90	1	288
1987 p	4	3	41	5	14	14	61	13	156	1	312
% Change	– 100.0%	– 25.0%	– 37.9%	25.0%	– 17.6%	16.7%	– 14.1%	– 38.1%	73.3%	0.0%	8.3%
Hawaii											
1986	5	0	18	12	9	38	69	54	78	0	283
1987 p	2	0	16	5	5	11	34	6	92	4	175
% Change	– 60.0%	0.0%	– 11.1%	– 58.3%	– 44.4%	– 71.1%	– 50.7%	– 88.9%	17.9%	—	– 38.2%
Washington											
1986	73	2	260	155	84	119	466	86	526	16	1,787
1987 p	75	0	164	72	50	69	254	34	575	2	1,295
% Change	2.7%	– 100.0%	– 36.9%	– 53.5%	– 40.5%	– 42.0%	– 45.5%	– 60.5%	9.3%	– 87.5%	– 27.5%
Oregon											
1986	16	1	120	85	68	69	242	46	355	0	1,002
1987 p	34	3	94	61	53	78	153	32	204	1	713
% Change	112.5%	200.0%	– 21.7%	– 28.2%	– 22.1%	13.0%	– 36.8%	– 30.4%	– 42.5%	—	– 28.8%
California											
1986	208	54	998	998	371	790	1,776	624	3,515	909	10,243
1987 p	190	12	898	832	311	664	1,505	420	4,879	261	9,972
% Change	– 8.7%	– 77.8%	– 10.0%	– 16.6%	– 16.2%	– 15.9%	– 15.3%	– 32.7%	38.8%	– 71.3%	– 2.6%
Total Pacific											
1986	**304**	**61**	**1,462**	**1,254**	**549**	**1,028**	**2,624**	**831**	**4,564**	**926**	**13,603**
1987 p	**305**	**18**	**1,213**	**975**	**433**	**836**	**2,007**	**505**	**5,906**	**269**	**12,467**
% Change	**0.3%**	**– 70.5%**	**– 17.0%**	**– 22.2%**	**– 21.1%**	**– 18.7%**	**– 23.5%**	**– 39.2%**	**29.4%**	**– 71.0%**	**– 8.4%**
Total United States											
1986	**2,649**	**921**	**7,109**	**4,772**	**2,565**	**4,869**	**13,620**	**2,797**	**20,967**	**1,347**	**61,616**
1987 p	**3,767**	**622**	**6,735**	**4,313**	**2,249**	**4,321**	**12,242**	**2,547**	**23,864**	**549**	**61,209**
% Change	**42.2%**	**– 32.5%**	**– 5.3%**	**– 9.6%**	**– 12.3%**	**– 11.3%**	**– 10.1%**	**– 8.9%**	**13.8%**	**– 59.2%**	**– 0.7%**

p = preliminary

Failures by Age of Business by Industry
1986, 1987 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
1986										
One year or less	8.6%	7.4%	8.1%	10.5%	11.0%	8.8%	14.9%	13.6%	19.6%	13.1%
Two years	5.9%	12.4%	10.8%	13.1%	12.6%	12.9%	17.0%	10.6%	13.8%	13.6%
Three years	6.0%	8.9%	10.7%	11.6%	11.6%	11.9%	13.6%	11.5%	11.7%	11.9%
Total Three Years or Less	**20.5%**	**28.7%**	**29.6%**	**35.2%**	**35.2%**	**33.6%**	**45.5%**	**35.7%**	**45.1%**	**38.6%**
Four years	4.7%	7.1%	7.5%	8.8%	9.5%	9.8%	9.2%	8.1%	8.5%	8.6%
Five years	3.9%	13.7%	6.8%	7.7%	8.9%	7.7%	6.9%	7.2%	7.1%	7.3%
Total Five Years or Less	**29.1%**	**49.5%**	**43.9%**	**51.7%**	**53.6%**	**51.1%**	**61.6%**	**51.0%**	**60.7%**	**54.5%**
Six years	6.8%	11.0%	7.0%	6.3%	6.8%	6.9%	5.7%	7.2%	6.5%	6.5%
Seven years	4.3%	6.5%	6.1%	5.3%	5.5%	5.6%	4.9%	5.6%	4.9%	5.3%
Eight years	4.5%	4.6%	6.0%	4.9%	4.6%	4.5%	4.5%	4.8%	4.1%	4.7%
Nine years	3.8%	3.5%	5.3%	4.3%	3.3%	3.8%	4.0%	4.3%	3.5%	4.1%
Ten years	3.4%	3.5%	5.4%	2.9%	3.0%	3.9%	3.3%	3.2%	3.0%	3.5%
Total Six to Ten Years	**22.8%**	**29.1%**	**29.8%**	**23.7%**	**23.2%**	**24.7%**	**22.4%**	**25.1%**	**22.0%**	**24.1%**
Over ten years	48.1%	21.4%	26.3%	24.6%	23.2%	24.2%	16.0%	23.9%	17.3%	21.4%
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**
1987 p										
One year or less	4.1%	5.6%	5.6%	7.8%	8.5%	7.7%	12.0%	8.4%	14.9%	10.0%
Two years	2.8%	9.2%	8.2%	13.0%	11.9%	12.5%	15.9%	10.4%	12.7%	12.4%
Three years	4.0%	9.7%	9.0%	11.3%	11.8%	11.3%	13.7%	10.3%	11.2%	11.4%
Total Three Years or Less	**10.9%**	**24.5%**	**22.8%**	**32.1%**	**32.2%**	**31.5%**	**41.6%**	**29.1%**	**38.8%**	**33.8%**
Four years	4.1%	10.5%	9.7%	9.9%	7.6%	9.5%	10.1%	10.0%	8.9%	9.4%
Five years	3.2%	8.3%	7.6%	7.0%	7.5%	8.4%	7.6%	7.4%	7.8%	7.5%
Total Five Years or Less	**18.2%**	**43.3%**	**40.1%**	**49.0%**	**47.3%**	**49.4%**	**59.3%**	**46.5%**	**55.5%**	**50.7%**
Six years	4.8%	9.7%	6.5%	6.1%	7.2%	7.3%	6.0%	6.9%	6.9%	6.5%
Seven years	3.5%	11.1%	6.4%	4.8%	6.3%	5.3%	5.4%	5.5%	5.4%	5.5%
Eight years	3.9%	5.0%	5.0%	4.7%	4.9%	4.8%	4.0%	5.1%	5.1%	4.7%
Nine years	2.9%	4.5%	5.9%	3.9%	5.1%	4.2%	3.4%	4.5%	3.9%	4.2%
Ten years	3.1%	4.1%	5.3%	3.8%	3.6%	3.9%	3.2%	3.0%	3.3%	3.7%
Total Six to Ten Years	**18.2%**	**34.4%**	**29.1%**	**23.3%**	**27.1%**	**25.5%**	**22.0%**	**25.0%**	**24.6%**	**24.6%**
Over ten years	63.6%	22.3%	30.8%	27.7%	25.6%	25.1%	18.7%	28.5%	19.9%	24.7%
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**

p = preliminary

Causes of Business Failures—1986

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	**2.3%**	**0.9%**	**1.8%**	**2.1%**	**2.0%**	**2.2%**	**2.2%**	**1.5%**	**1.6%**	**1.8%**
Bad habits	33.8%	62.5%	23.9%	29.5%	15.4%	26.8%	18.7%	28.6%	23.5%	23.8%
Business conflicts	6.5%	0.0%	16.9%	22.5%	21.2%	18.5%	16.3%	21.4%	11.3%	15.6%
Family problems	6.5%	0.0%	2.3%	6.9%	11.5%	3.7%	7.5%	4.8%	7.3%	6.4%
Lack of interest	14.5%	25.0%	16.2%	18.6%	23.0%	25.0%	20.1%	11.9%	11.9%	17.1%
Marital problems	21.0%	0.0%	13.8%	4.9%	5.8%	6.5%	16.3%	14.3%	19.2%	14.4%
Occupational conflicts	0.0%	0.0%	3.8%	2.9%	5.8%	5.6%	5.1%	7.1%	5.2%	4.6%
Poor health	17.7%	12.5%	23.1%	14.7%	17.3%	13.9%	16.0%	11.9%	21.6%	18.1%
Disaster Causes	**0.5%**	**0.1%**	**0.5%**	**0.9%**	**0.4%**	**0.8%**	**0.8%**	**0.3%**	**0.2%**	**0.5%**
Act of God	53.8%	100.0%	21.9%	9.3%	20.0%	7.9%	9.9%	37.5%	17.9%	15.2%
Burglary	15.4%	0.0%	3.1%	0.0%	0.0%	2.6%	9.9%	0.0%	5.1%	5.7%
Employee fraud	15.4%	0.0%	3.1%	0.0%	20.0%	13.2%	2.7%	0.0%	10.3%	5.7%
Fire	7.7%	0.0%	15.6%	39.5%	30.0%	34.2%	53.2%	0.0%	33.4%	37.6%
Death of owner	7.7%	0.0%	56.3%	51.2%	30.0%	42.1%	24.3%	62.5%	33.3%	35.8%
Strike	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Fraud Causes	**0.2%**	**0.4%**	**0.4%**	**0.5%**	**0.2%**	**0.8%**	**0.4%**	**0.9%**	**0.2%**	**0.3%**
Embezzlement	0.0%	25.0%	44.0%	13.6%	16.7%	24.3%	8.2%	25.0%	11.6%	18.6%
False agreement	0.0%	50.0%	4.0%	9.1%	0.0%	8.1%	12.2%	25.0%	14.0%	12.1%
False statement	25.0%	0.0%	12.0%	9.1%	0.0%	8.1%	10.2%	4.2%	4.7%	7.9%
Irregular disposal of assets	75.0%	25.0%	28.0%	45.5%	33.3%	29.8%	40.9%	41.6%	48.8%	39.6%
Misleading name	0.0%	0.0%	8.0%	4.5%	33.3%	2.7%	6.1%	0.0%	11.6%	6.5%
Premeditated overbuy	0.0%	0.0%	4.0%	18.2%	16.7%	27.0%	22.4%	4.2%	9.3%	15.3%
Economic Factors Causes	**79.5%**	**78.4%**	**69.4%**	**65.5%**	**68.5%**	**67.2%**	**68.0%**	**61.7%**	**75.2%**	**70.2%**
Insufficient profits	77.1%	69.8%	74.4%	72.3%	72.8%	70.2%	71.1%	72.3%	79.9%	75.0%
High interest rates	5.3%	0.4%	0.6%	0.1%	1.4%	0.5%	0.2%	0.6%	1.2%	0.9%
Loss of market	4.2%	18.4%	11.4%	12.8%	9.3%	12.9%	8.3%	11.9%	9.4%	9.8%
No consumer spending	11.3%	7.9%	8.7%	5.7%	10.9%	7.9%	14.7%	10.4%	5.9%	9.3%
No future	2.1%	3.5%	4.9%	9.1%	5.6%	8.5%	5.7%	4.8%	3.6%	5.0%
Experience Causes	**14.6%**	**12.3%**	**21.0%**	**20.5%**	**21.8%**	**19.1%**	**22.2%**	**18.7%**	**18.2%**	**20.4%**
Incompetence	57.5%	34.5%	50.5%	48.4%	46.5%	46.4%	45.7%	44.7%	43.5%	43.5%
Lack of line experience	6.2%	17.7%	8.2%	12.8%	13.6%	13.5%	17.6%	13.0%	14.8%	13.2%
Lack of managerial experience	13.5%	20.4%	14.2%	7.3%	17.7%	11.6%	14.1%	9.9%	13.1%	12.3%
Unbalanced experience	22.8%	27.4%	27.1%	31.5%	22.2%	28.5%	22.6%	32.4%	28.6%	31.0%
Sales Causes	**6.8%**	**6.7%**	**12.8%**	**11.6%**	**12.5%**	**12.1%**	**14.3%**	**10.4%**	**10.4%**	**11.5%**
Competitively weak	12.7%	14.5%	19.5%	20.5%	34.4%	19.3%	25.9%	14.8%	17.2%	21.0%
Economic decline	50.8%	38.7%	27.1%	13.0%	17.8%	16.3%	12.9%	21.4%	19.2%	18.7%
Inadequate sales	34.8%	46.8%	52.8%	64.5%	46.9%	60.5%	56.2%	63.5%	62.3%	57.8%
Inventory difficulties	0.6%	0.0%	0.4%	1.3%	0.3%	2.5%	3.0%	0.0%	0.4%	1.4%
Poor location	1.1%	0.0%	0.2%	0.7%	0.6%	1.4%	2.0%	0.3%	0.9%	1.1%
Expenses Causes	**6.5%**	**5.1%**	**6.6%**	**7.1%**	**7.7%**	**5.7%**	**6.3%**	**7.2%**	**6.4%**	**7.5%**
Burdensome institutional debt	67.8%	46.8%	37.9%	39.4%	32.0%	41.5%	45.3%	67.7%	47.5%	38.6%
Heavy operating expenses	32.2%	53.2%	62.1%	60.6%	68.0%	58.5%	54.7%	32.3%	52.5%	61.4%
Customer Causes	**0.4%**	**0.1%**	**0.9%**	**0.9%**	**0.6%**	**0.8%**	**0.7%**	**0.2%**	**0.9%**	**0.7%**
Receivables difficulties	30.0%	0.0%	90.8%	55.8%	68.7%	68.3%	22.9%	66.7%	29.0%	44.2%
Too few customers	70.0%	100.0%	9.2%	44.2%	31.3%	31.7%	77.1%	33.3%	71.0%	55.8%
Assets Causes	**0.5%**	**0.0%**	**0.2%**	**0.3%**	**0.5%**	**0.1%**	**0.4%**	**0.5%**	**0.2%**	**0.3%**
Excessive fixed assets	50.0%	0.0%	33.3%	35.7%	50.0%	33.3%	12.0%	76.9%	20.8%	29.7%
Over expansion	50.0%	0.0%	66.7%	64.3%	50.0%	66.7%	88.0%	23.1%	79.2%	70.3%
Capital Causes	**0.4%**	**0.3%**	**0.5%**	**0.5%**	**0.5%**	**0.3%**	**0.6%**	**0.5%**	**0.3%**	**0.4%**
Burdensome contracts	0.0%	33.3%	25.0%	26.9%	23.1%	12.5%	17.9%	28.6%	18.3%	19.8%
Excessive withdrawals	100.0%	0.0%	68.7%	34.6%	61.5%	68.7%	53.9%	71.4%	63.4%	59.6%
Inadequate start capacity	0.0%	66.7%	6.3%	38.5%	15.4%	18.8%	28.2%	0.0%	18.3%	20.6%

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%. The individual major category total was used to achieve the percents in the minor categories.

Causes of Business Failures—1987 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	**2.2%**	**0.8%**	**1.9%**	**1.9%**	**1.6%**	**2.0%**	**2.0%**	**1.1%**	**1.1%**	**1.6%**
Bad habits	19.0%	20.0%	27.4%	33.0%	29.8%	33.6%	19.8%	21.4%	25.9%	25.4%
Business conflicts	3.6%	60.0%	10.7%	18.3%	21.6%	25.6%	15.0%	28.7%	13.6%	15.1%
Family problems	7.1%	0.0%	9.2%	7.3%	10.8%	4.7%	8.5%	10.7%	10.9%	8.8%
Lack of interest	52.4%	0.0%	19.8%	24.4%	16.2%	11.6%	22.3%	14.3%	14.3%	21.0%
Marital problems	4.8%	0.0%	11.5%	6.1%	8.1%	10.5%	10.9%	7.1%	9.7%	9.4%
Occupational conflicts	3.6%	0.0%	2.3%	2.4%	2.7%	3.5%	8.5%	7.1%	8.5%	5.9%
Poor health	9.5%	20.0%	19.1%	8.5%	10.8%	10.5%	15.0%	10.7%	17.1%	14.4%
Disaster Causes	**0.2%**	**0.2%**	**0.4%**	**0.6%**	**0.3%**	**0.6%**	**0.6%**	**0.2%**	**0.2%**	**0.4%**
Act of God	50.0%	0.0%	11.5%	14.3%	42.8%	4.2%	8.2%	0.0%	20.9%	13.9%
Burglary	0.0%	0.0%	0.0%	0.0%	0.0%	4.2%	5.5%	0.0%	2.3%	2.8%
Employee fraud	0.0%	0.0%	7.7%	3.6%	14.3%	0.0%	4.1%	0.0%	2.3%	3.7%
Fire	25.0%	0.0%	11.5%	28.6%	14.3%	29.2%	50.7%	16.7%	42.0%	35.6%
Death of owner	25.0%	100.0%	69.3%	53.5%	28.6%	58.2%	31.5%	83.3%	30.2%	43.1%
Strike	0.0%	0.0%	0.0%	0.0%	0.0%	4.2%	0.0%	0.0%	2.3%	0.9%
Fraud Causes	**0.1%**	**0.5%**	**0.2%**	**0.6%**	**0.4%**	**0.5%**	**0.4%**	**1.0%**	**0.1%**	**0.3%**
Embezzlement	0.0%	33.4%	27.4%	15.4%	30.0%	22.7%	13.5%	28.0%	21.4%	20.0%
False agreement	0.0%	33.3%	0.0%	19.2%	10.0%	4.5%	11.5%	8.0%	10.7%	10.6%
False statement	0.0%	33.3%	9.1%	11.5%	10.0%	0.0%	5.8%	4.0%	10.7%	7.2%
Irregular disposal of assets	100.0%	0.0%	27.3%	30.9%	40.0%	31.9%	30.8%	44.0%	35.8%	33.9%
Misleading name	0.0%	0.0%	27.3%	11.5%	10.0%	13.6%	5.8%	8.0%	10.7%	10.0%
Premeditated overbuy	0.0%	0.0%	9.1%	11.5%	0.0%	27.3%	32.6%	8.0%	10.7%	18.3%
Economic Factors Causes	**83.3%**	**85.0%**	**72.8%**	**67.7%**	**70.2%**	**70.7%**	**71.2%**	**68.1%**	**71.4%**	**71.7%**
Insufficient profits	71.1%	76.2%	73.5%	74.2%	71.7%	72.1%	71.1%	73.1%	79.9%	75.2%
High interest rates	4.7%	0.2%	0.4%	0.2%	0.4%	0.2%	0.1%	0.5%	1.3%	1.0%
Loss of market	2.8%	11.9%	7.4%	7.8%	5.9%	7.8%	5.9%	9.3%	4.0%	5.5%
No consumer spending	11.1%	4.3%	9.7%	5.2%	12.0%	6.0%	13.3%	9.7%	7.6%	9.3%
No future	10.3%	7.4%	9.0%	12.6%	10.0%	13.9%	9.6%	7.4%	7.2%	9.0%
Experience Causes	**12.6%**	**10.5%**	**19.4%**	**18.4%**	**19.8%**	**17.1%**	**20.1%**	**14.6%**	**23.0%**	**20.3%**
Incompetence	63.0%	32.3%	47.1%	46.1%	50.6%	41.8%	44.6%	41.5%	33.1%	39.7%
Lack of line experience	3.0%	12.3%	6.7%	11.2%	10.1%	12.0%	14.2%	14.2%	13.3%	11.8%
Lack of managerial experience	14.8%	33.9%	18.8%	12.3%	17.1%	12.3%	16.6%	12.9%	9.3%	12.6%
Unbalanced experience	19.2%	21.5%	27.4%	30.4%	22.2%	33.9%	24.6%	31.4%	44.3%	35.9%
Sales Causes	**5.5%**	**6.6%**	**11.9%**	**10.4%**	**12.1%**	**10.2%**	**13.0%**	**8.3%**	**11.6%**	**11.1%**
Competitively weak	8.6%	2.4%	20.4%	15.8%	26.1%	17.8%	24.5%	17.5%	12.4%	17.3%
Economic decline	49.8%	73.2%	33.3%	21.8%	29.8%	26.2%	23.6%	30.3%	28.2%	28.2%
Inadequate sales	41.6%	24.4%	46.0%	60.0%	42.2%	53.2%	47.8%	52.2%	58.8%	52.9%
Inventory difficulties	0.0%	0.0%	0.0%	2.2%	1.5%	2.3%	1.6%	0.0%	0.2%	0.8%
Poor location	0.0%	0.0%	0.3%	0.2%	0.4%	0.5%	2.5%	0.0%	0.4%	0.8%
Expenses Causes	**5.3%**	**3.5%**	**6.0%**	**6.4%**	**6.3%**	**5.6%**	**5.8%**	**5.5%**	**10.6%**	**8.1%**
Burdensome institutional debt	78.0%	31.8%	34.4%	53.3%	35.5%	46.9%	47.5%	46.8%	49.8%	46.4%
Heavy operating expenses	22.0%	68.2%	65.6%	46.7%	64.5%	53.1%	52.5%	53.2%	50.2%	53.6%
Customer Causes	**0.1%**	**0.0%**	**0.8%**	**0.8%**	**0.7%**	**0.7%**	**0.3%**	**0.2%**	**0.4%**	**0.4%**
Receivables difficulties	25.0%	0.0%	80.8%	66.7%	53.3%	89.7%	28.2%	75.0%	28.2%	52.7%
Too few customers	75.0%	0.0%	19.2%	33.3%	46.7%	10.3%	71.8%	25.0%	71.8%	47.3%
Assets Causes	**1.2%**	**0.0%**	**0.2%**	**0.2%**	**0.2%**	**0.2%**	**0.3%**	**0.2%**	**0.1%**	**0.2%**
Excessive fixed assets	6.7%	0.0%	8.3%	33.3%	25.0%	25.0%	8.8%	60.0%	7.4%	12.5%
Over expansion	93.3%	0.0%	91.7%	66.7%	75.0%	75.0%	91.2%	40.0%	92.6%	87.5%
Capital Causes	**0.4%**	**0.3%**	**0.6%**	**0.6%**	**0.6%**	**0.5%**	**0.7%**	**0.5%**	**0.2%**	**0.5%**
Burdensome contracts	12.5%	50.0%	33.3%	22.2%	15.4%	8.7%	14.0%	50.0%	8.5%	17.6%
Excessive withdrawals	68.7%	0.0%	25.6%	22.2%	15.4%	39.1%	34.9%	25.0%	39.0%	33.8%
Inadequate start capacity	18.8%	50.0%	41.1%	55.6%	69.2%	52.2%	51.1%	25.0%	52.5%	48.6%

p = preliminary

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%. The individual major category total was used to achieve the percents in the minor categories.

Economic Indicators

Accurate information addresses one of the most basic business needs of all: the need to reduce the uncertainty and risk of the future itself.

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Weekly Publications

Weekly Business Failures
Provides number of weekly failures, the year-to-date total and changes from previous periods. Includes a 13-week moving average of failures, plus comment and analysis. $40.00 per year.

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Provides number of weekly starts, which consist of new entries to the D&B commercial credit file (includes companies reporting an official birth date in the current year, or one or two years prior). Provides changes from previous periods, the year-to-date total, a 52-week moving average of starts, comment and analysis. $40.00 per year.

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Monthly Business Failures
Number of failures and liabilities in over 100 lines of business. Data are broken down by liability size class, major industry group, state and region, and by selected cities. Includes comment and interpretation. $18.00 per year.

Monthly Business Starts
Number of starts and total employees in over 100 lines of business. Data are broken down by employment size, major industry group, state and region, and by selected cities. Includes comment and interpretation. $18.00 per year.

New Business Incorporations
Provides the number of new incorporations in each of the 50 states, including comparisons to previous periods and commentary. $18.00 per year.

Building Permit Values
Reports the dollar value of building permits issued in each of the nation's 202 largest cities, as defined by populations contained within city limits. Includes interpretation and analysis. $18.00 per year.

Quarterly Publications

Quarterly Business Failures
Number of failures and liabilities by detailed lines of business. Includes data for all 2-digit, 3-digit and most 4-digit SIC codes. $30.00 per year.

Quarterly Business Starts
Number of starts and total employees by detailed lines of business. Includes data for all 2-digit, 3-digit and 4-digit SIC codes. $30.00 per year.

Survey of Business Expectations
A nationwide survey of 1,500 business executives regarding their expectations for sales, profits, prices, inventories, employment and new orders in the upcoming quarter. $30.00 per year.

Manufacturing Plant Survey
A nationwide survey of plant managers from a cross section of manufacturing facilities regarding their outlook for production, employment, inventories, raw materials and costs. Includes comparative data for the upcoming quarter and year. $30.00 per year.

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Business Failure Record
Number of failures and liabilities by state and region, by major industry group and by age of business. Includes information on the causes of failures, plus historical failures data. Published annually.

Business Starts Record
Number of starts and total employees by state and region and by major industry group. Includes city data, graphs and industry trends by state. Published annually.

Cost of Doing Business—Corporations
A guide to average selected operating expenses for corporations. Covers 191 lines of business. Published annually.

Cost of Doing Business—Partnerships & Proprietorships
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